



## Product Selection

### Business Need

Out of thousands of technology products, how does one decide which product is best for them? Deciding on the right product is often perplexing, intimidating and time consuming. Decision makers need an objective, efficient and simplified decision-making process.

### Result

Clients trust our Product Selection Consultants to assist with the development of a customized manufacturer selection process and the critically important product selection criteria. Clients receive an objective report that compares products from multiple manufactures and identifies which one best meets the selection criteria.

### Value

Clients are able to clearly determine the best product for their specific needs based on Highland Partners' systematic process. The probability of successfully aligning products with clients' needs is greatly increased, which results in a better investment.

### OVERVIEW

Highland Partners offers an objective, simplified and systematic process for helping clients determine which products best align with their technology needs. Our success with this service is not based on a vast knowledge of all IT products. Moreover, it is based on our ability to systematically analyze how products' functions and features measure up to support our clients' specific technology requirements.

Our Product Selection Consultants help clients determine which vendors and/or manufacturers will be chosen to participate in the product selection process. Additionally, Highland Partners will help clients determine the most important attributes to consider when developing a customized product selection criteria. A plan to review and assess each products' ability to perform is produced and executed jointly with our clients. The actual analysis and measurements of the products' functions and features can be executed by clients, by Highland Partners or jointly.

The result of the product selection process positions clients to make a better investment decision, due to less risk and improved accuracy. The risk of subjectivity is mitigated by fact-based documented results. The Findings & Assessment Report is a powerful instrument for decision makers and a great tool for communicating feedback to vendors and/or manufactures included in the selection process.

*Please contact our sales department at [sales@highlandpartners.biz](mailto:sales@highlandpartners.biz) for more information on this service or our full portfolio of professional services.*

***We're obsessed with your success!***

Highland Partners Consulting, LLC offers a rich portfolio of IT professional services that dramatically improves the probability of our clients' business success. Note: All services are subject to change at anytime without notice.